

## Message Text

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ACTION EB-07

INFO OCT-01 AF-06 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 SS-15

NSC-05 /056 W

----- 080014

R 231103Z SEP 75

FM AMEMBASSY ABIDJAN

TO SECSTATE WASHDC 2501

INFO AMEMBASSY ACCRA

AMEMBASSY BANGUI

AMEMBASSY COTONOU

AMEMBASSY DAKAR

AMEMBASSY LIBREVILLE

AMEMBASSY LOME

AMEMBASSY MONROVIA

AMEMBASSY NDJAMENA

AMEMBASSY NIAMEY

AMEMBASSY NOUAKCHOTT

AMEMBASSY OUAGADOUGOU

AMCONSUL CASABLANCA

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CASABLANCA FOR RCAA WHITMAN

E.O. 11652: N/A

TAGS: EAIR, US, IV

SUBJECT: GOIC FORMAL REQUEST FOR NEGOTIATIONS FOR CIVAIR BILATERAL

REFERENCES

A) ABIDJAN 1831

B) STATE 054041

C) ABIDJAN 3365

D) ABIDJAN 7568

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SUMMARY. EMBASSY HAS RECEIVED FROM GOIC DIPLOMATIC

NOTE ASKING CONCRETE RESPONSE ASAP TO ITS NOTE OF APRIL 18, 1975 REQUESTING USG TO UNDERTAKE NEGOTIATIONS FOR CIVAIR BILATERAL. EMBASSY CONVINCED THAT REQUEST MUST BE TAKEN SERIOUSLY, AND THAT EMBASSY SHOULD BE AUTHORIZED TO REPLY THAT USG IS WILLING TO INITIATE DISCUSSIONS AND THAT CIVAIR TEAM IS PREPARED TO COME TO ABIDJAN TO BEGIN TALKS. FAILURE TO RESPOND OR A NEGATIVE RESPONSE WOULD BE ILL-RECEIVED BY GOIC AND MIGHT ENDANGER PANAM'S OPERATIONS HERE AND ITS FUTURE PROGRAM THROUGHOUT AFRICA. EMBASSY IS NOT (REPEAT NOT) RECOMMENDING A BILATERAL, BUT THAT REQUEST BE TAKEN SERIOUSLY AND TALKS BEGIN. PANAM AFRICA IS IN COMPLETE AGREEMENT. END SUMMARY.

1. EMBASSY HAS RECEIVED DIPLOMATIC NOTE NUMBER 8253 AE/CEFC/5/KM DATED SEPTEMBER 10 REMINDING THE EMBASSY OF GOIC NOTE 3967 OF APRIL 18, 1975 CONCERNING NEGOTIATIONS BETWEEN PANAM AND GOIC. THE NOTE STATES THAT THE GOIC "WOULD LIKE TO HAVE A CONCRETE RESPONSE BEFORE THE LAST QUARTER OF 1975." SEPTEMBER 10 NOTE POUCHED TO DEPARTMENT FOR ATTENTION OF EB /TT/OA.

2. GOIC IS ASKING FOR IMMEDIATE REPLY TO ITS NOTE OF APRIL 18 IN WHICH IT FORMALLY REQUESTED USG TO UNDERTAKE NEGOTIATIONS FOR CIVAIR BILATERAL. EMBASSY REPORTED FULL TEXT OF THIS NOTE IN REF C AND REQUEST GUIDANCE, BUT HAS RECEIVED NONE. REFERENCE TO NEGOTIATIONS WITH PANAM IN SEPTEMBER 10 NOTE IS REMINDER THAT MINISTER OF PUBLIC WORKS AND TRANSPORTATION WROTE PANAM LINKING CONCLUSION OF BILATERAL AIR TRANSPORT AGREEMENT TO PANAM'S FREQUENCY OPERATING PERMITS VIA ABIDJAN, THREATENING NON-RENEWAL OR REVOCATION IF BILATERAL NOT NEGOTIATED BY APRIL 30, 1976 ( SEE REF A).

3. EMBASSY APPRECIATES FULLY DIFFICULTIES POSED FOR USG BY GOIC REQUEST, BUT BELIEVES IT MUST BE TAKEN SERIOUSLY. IT IS QUITE POSSIBLE THAT, IF IVORY COAST SHOULD TAKE ACTION LIMITING PANAM'S ACTIVITIES, USG COULD RETALIATE BY MAKING LIFE DIFFICULT FOR AIR AFRIQUE. SUCH AN EXCHANGE WOULD APPEAR TO BE IN NOBODY'S INTEREST. FAILURE TO RESPOND TO GOIC REQUEST, OR NEGATIVE RESPONSE, COULD LEAD TO EXTENSIVE AND MUTUALLY HARMFUL WRANGLING, POSSIBLY DAMAGING TO PANAM'S LIMITED OFFICIAL USE

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ENTIRE AFRICAN OPERATION.

4. PANAM AFRICA FULLY SHARES OUR CONCERN. LOUIS BERMAN, REGIONAL DIRECTOR, MARKETING AND SERVICES, PANAM AFRICA (SEE REF D) HAS INFORMED EMBASSY THAT PANAM, FOR REASONS OF ITS OWN, DOES NOT WANT A BILATERAL NEGOTIATED BETWEEN USG AND GOIC, BUT THAT BERMAN'S BEST EFFORTS TO CONVINCE GOIC

THAT BILATERAL IS NOT IN ITS BEST INTERESTS HAVE BEEN UNAVAILING. IT IS QUESTION OF "NATIONAL PRIDE," "NATIONAL DIGNITY," "RECOGNITION," AND "IDENTITY." THOUGH PANAM AFRICA DOES NOT WANT BILATERAL, BERMAN IS CONVINCED THAT AIRLINE'S OPERATIONS HERE AND FUTURE PLANS FOR DEVELOPING AFRICAN MARKET ARE IN JEOPARDY, AND THAT SOME KIND OF POSITIVE INITIAL RESPONSE IS ABSOLUTELY REQUIRED. AS REF D REPORTS, PANAM HAS JUST MOVED ITS AFRICAN REGIONAL HEADQUARTERS TO ABIDJAN.

5. CLEARLY, EMBASSY MUST RESPOND TO FORMAL REQUEST OF APRIL 18. WE RECOMMEND THAT USG OFFER TO ENTER INTO DISCUSSIONS WITH GOIC REGARDING CIVAIR BILATERAL, AND THAT A PERSON OF TEAM OF CIVAIR EXPERTS COME TO ABIDJAN. INITIAL PHASE OF TALKS SHOULD BE POSITIVE IN TONE. THREATENING POSTURE OVER RECIPROCITY AND COMITY TO US CARRIERS WOULD BE COUNTERPRODUCTIVE. IF IN THE COURSE OF TALKS, CIVAIR EXPERTS ARE ABLE TO CONVINCE GOIC IN POSITIVE MANNER THAT IT IS BETTER OFF UNDER EXISTING ARRANGEMENTS, AND THAT BILATERAL NOT IN ITS INTERESTS, BECAUSE OF SWEEPING REPERCUSSIVE EFFECTS (SUCH AS PRECEDENT SET FOR NEGOTIATING BILATERALS WITH ALL AND SUNDAY, WHICH WOULD INEVITABLY LEAD TO MORE RATHER THAN LESS RESTRICTIONS), THEN USG WOULD HAVE RESOLVED PROBLEM IN MOST AMICABLE MANNER. WHAT IS NEEDED NOW IS TO BEGIN A DIALOGUE, AND PERHAPS FIND MEANS SHORT OF A BILATERAL TO GRANT "RECOGNITION" AND SATISFY "NATIONAL PRIDE." THE DIALOGUE IN AND OF ITSELF MAY ACCOMPLISH THIS PURPOSE.

SMITH

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, NEGOTIATIONS, AVIATION AGREEMENTS, SUPPLEMENTAL AIRLINES, DIPLOMATIC NOTES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 SEP 1975  
**Decapton Date:** 01 JAN 1960  
**Decapton Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** greeneet  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Comment:** n/a  
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**Status:** NATIVE  
**Subject:** GOIC FORMAL REQUEST FOR NEGOTIATIONS FOR CIVAIR BILATERAL  
**TAGS:** EAIR, US, IV, PANAM  
**To:** STATE  
**Type:** TE  
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